

Category	EU Count
Financial - Research Services	11
Financial -Banks	13
Financial Institution	33
Financial Institutions	142
Finger Printing Services & Equipment	11
Fire Alarms, Extinguishers & Sprinklers	35
Fire Departments	8
Fire Fighters Associations	6
Fireproofing & Firestopping Materials & Supplies	2
Fish & Wildlife	8
Flavoring Extracts	14
Florists	53
Flour Mill	1
Fnancial Institution	1
Food & Beverage Producers and Distributors	1969
Food & Beverage Providers and Distributors	102
Food & Beverage Retailers	83
Food & Beverages Producers and Distributors	1
Food Preservation Equipment & Supplies	16
Food Processing Equipment & Supplies	12
Food Services	2
Footwear Stores	25
Forklift & Industrial Truck Dealers	10
Fragrance & Cosmetics Stores	3
Funeral/Memorial Services	50
Furniture	49
Furniture Stores	256
Garage Doors & Openers	9
Gas Stations	54
General Merchandise Wholesale	54
Genetic Research	1
Genetics Research	16
Geographic Information Services	13
Gift/Houseware Retailers	271
Glass Wholesale & Manufacturers	33
Global Marketing, Communications, & Entertainment	12
Global Positioning System	6
Government	45
Government - Accounting	5
Government - Civil Defense - Power Authority	35
Government - Correctional Facility	103
Government - Courthouse	72
Government - Courts	205
Government - Customs	8
Government - Embassy/Consulate	94
Government - FBI	533
Government - Federal	6369
Government - Federal - Aviation	112
Government - Federal - Communications	51

Category	EU Count
Government - Federal - Courts	26
Government - Federal - Defense	1176
Government - Federal - Defense - Imagery & Mapping	1
Government - Federal - Food & Drug Admin	3
Government - Federal - Geological Surveys	8
Government - Federal - Health & Human Services	155
Government - Federal - House of Representatives	28
Government - Federal - Housing & Urban Development	14
Government - Federal - Info Systems	35
Government - Federal - Labor Relations	4
Government - Federal - Postal Services	105
Government - Federal - Senate	25
Government - Federal - Treasury	98
Government - Federal □	1
Government - Foreign	13
Government - Foreign - Consulate	2
Government - Foreign - Embassy	13
Government - General Services Administration	257
Government - Immigration & Customs	141
Government - Local	636
Government - Local - Law Enforcement	56
Government - Local - Taxes & Finance	16
Government - Local - Transportation	148
Government - National Parks & Conservation Land	8
Government - Naval Shipyard	7
Government - Police/Sherriff	40
Government - Printing	16
Government - State	821
Government - State - Lottery	38
Government - State - Sentate	48
Government - State - State Senate	67
Government - Telecommunications	14
Government - Training	3
Government - US Congress Representatives	2
Government - Weather Service	38
Government Contractors - Computer Networks	3
Government Contractors - Computer Systems	4
Government Insurance Carriers	4
Greenhouses and Nurseries	17
Grocery Stores & Supermarkets	3314
Gypsum & Gypsum Products	31
Hair Dressers	5
Hair Restoration	2
Hardware Stores	56
Health & Beauty Products Manufacturers	80
Health & Diet Foods Stores	44
Health & Human Services - Leukemia	3
Health Agencies	8
Health Clubs & Gyms	14

Category	EU Count
Health Maintenance Organizations	60
Healthcare	1914
Healthcare - Clinics & Medical Centers	580
Healthcare - Dental	202
Healthcare - General	3825
Healthcare - Hearing	16
Healthcare - Home (Nursing, Convalescent, Rehab)	47
Healthcare - Homes (Nursing, Convalescent, Rehab)	572
Healthcare - Hospitals	1659
Healthcare - Physicians & Surgeons	16
Healthcare - Radiology	70
Healthcare - Research, Labs	374
Healthcare - Vision	100
Heating & Refrigeration Equipment Manufacturers	235
Heating & Ventilating Contractors	34
Heavy Equipment Manufacturers	25
Home Décor Retailers	223
Home Improvement Retailers	225
Home Improvement Services	14
Home Improvement Stores	616
Home Improvement, Repair, Lawns Services	186
Home Products - Siding	22
Hospice	18
Hospital Consultants & Management	1
Hospital Equipment & Supplies Retail	94
Hospitality	38
Hospitality Services	21
Hotel & Motel Equipment & Supplies	4
Hotel Reservations Service Provider	7
Hotel Services	2
Hotels & Lodging	4400
Household Linens & Furnishing Retailers	134
Housing Authority	4
Human Resource Business Services	301
Imaging Equipment Manufacturers	48
Incinerators Parts & Services	6
Industrial - Metals	1
Industrial Equipment & Supplies	199
Industrial Equipment & Supplies Dealers	69
Industrial Equipment Rental & Leasing	8
Industrial Parks Management	56
Industries - General	35
Industry - Aerospace	112
Industry - Metals	103
Industry - Mining/Natural Resources	8
Industry - Paper	283
Industry - Power, Fuel, Water, Energy	2263
Industry - Trade Association	186
Information Services	528

Category	EU Count
Information Technology & Automation	38
Ink Manufacturers' Materials	9
Instruments & Equipment Manufacturers	127
Insurance	9082
Insurance - Claims Processing Service & Adjusters	5
Insurance - Health Care Services	194
Insurance - Life Insurance	45
Insurance - Title Insurance	134
Insurance - Workers' Compensation Services	34
Interest Groups and Associations	13
Interior Design	7
Internet Services	1290
Investigation Services	16
IT Consulting & Business Services	2285
Jewelry Importers	3
Jewelry Stores	142
Journalism/News Service	154
Journalism/News Services	27
Kitchen & Bath Distributor	46
Labor Relations	2
Labor Unions	25
Laboratories	613
Laboratory Equipment & Supplies	1
Landscape Designers & Consultants	36
Landscape Equipment & Supplies Dealers	98
Landscaping	19
Laundry Service	7
Law Firms & Legal Services	1275
Lawn & Garden Equipment & Supplies	10
Leather Goods Manufacturers	3
Leather Goods Retailers	68
Libraries	129
Lighting Fixtures Manufacturers	9
Lighting Fixtures Retailers	61
Linen Supply Services & Uniforms Retail	41
Liquor Stores	3
Lithographers	75
Lumber	79
Mail Order & Catalog Sales	6
Malls & Shopping Centers	139
Management Consulting	612
Manufacturers -General	1
Manufacturers - General	1585
Manufacturers' Agents & Representatives	31
Marina	1
Materials & Packaging Manufacturers	380
Mechanical Contracting	14
Mechanical Contractors & Engineers	1
Mechanical Equipment & Supplies	6

Category	EU Count
Media & Communications - Sales Presentations	44
Medical	27
Medical - Blood Bank	5
Medical & Dental X-Ray Laboratories	3
Medical Advisors/Consultants	9
Medical Analysis	3
Medical Answering Services	4
Medical Association	4
Medical Billing & Collections Services	13
Medical Centers - Blood Center	8
Medical Consulting	44
Medical Device Manufacturers	30
Medical Equipment	27
Medical Exam Board	1
Medical Information Technology	22
Medical Laboratory	8
Medical Laboratory - Radiology	3
Medical Products and Services	409
Medical Research	47
Medical Services	89
Medical Specialties	55
Medical Specialties - Behavioral Health	29
Medical Specialties - Cancer Foundation	1
Medical Specialties - Cancer Treatment Centers	5
Medical Specialties - Cardiovascular	2
Medical Specialties - Cardiovascular Health	16
Medical Specialties - Cerebral Palsy	15
Medical Specialties - Counseling	1
Medical Specialties - Endoscopy	1
Medical Specialties - Eye Surgery Center	7
Medical Specialties - Home Care	6
Medical Specialties - MRI	25
Medical Specialties - Muscular Dystrophy	12
Medical Specialties - OB-GYN	8
Medical Specialties - Optometry	5
Medical Specialties - Orthopedics	55
Medical Specialties - Radiology	18
Medical Specialties - Ultrasounds	29
Medical Staffing Services	2
Medical Supplies	7
Medical Transcription	4
Merchandising	5
Merchandising Services & Systems	9
Metal Products	66
Metal Stamping Equipment & Supplies	9
Microfilming & Imaging Service Equipment/Supplies	11
Miscellaneous	68095
Mobile Offices & Commercial Units	5
Mobile Tracking Systems	8

Category	EU Count
Modeling Agency	1
Modular & Mobile Home & Buildings Dealers	6
Money Orders & Transfer Services	15
Mortgages	269
Motion Picture Distributors	20
Moving & Storage	135
Museums	83
Music Publishing/Supply	34
Musical Instrument - Rental and Sales	42
Newspaper Distributors	1
Newspaper Publishers	438
Non-Profit Organizations	482
Office Furniture & Equipment Dealers	61
Office Machinery & Supplies	11
Office Management Services	99
Office Space and Support Services	107
Office Supplies Stores	827
Office Supplies Wholesale & Manufacturers	13
Office Supply Stores	31
Online Services	85
On-line Stores	7
Organ Donation & Tissue Banks	6
Outdoor Advertising & Billboards	2
Outsourcing - Business Management	197
Packaging	34
Packaging & Shipping Services	1302
Paint & Paint Products	5
Paint Manufacturers	26
Painting & Paint Supplies	7
Paper Products	7
Parking	13
Parking & Traffic Consultants	4
Parks & Recreation	42
Party Supplies Stores	41
Payroll & Payment Services	484
Payroll Services	10
Perfumes & Colognes Raw Materials & Supplies	4
Pest Control Services	75
Pet Care	1
Pharmaceuticals	1838
Phone Equipment & Systems Dealers	2
Photographic Equipment & Supplies	69
Photographic Equipment & Supplies Retail	4
Photography Stores	5
Photography Studios & Picture Libraries	5
Physical Therapy	5
Physical Therapy Equipment and Supplies	7
Pipe Fabrication	5
Plastic Products	144

Category	EU Count
Plastic Raw Materials	8
Plumbing & Heating Supplies	143
Plumbing Services	9
Plumbing Supplies	29
Pneumatic Equipment & Suppliers Dealers	10
Pneumatic Tools & Equipment	6
Polyethylene Materials & Products	25
Postal Services	33
Product Packaging Labeling & Shipping	35
Production Studio	17
Property Management	8
Public Housing	2
Publications	1
Publishers	945
Race Track	1
Radio Phone Equipment & Systems	26
Real Estate - Agencies	1329
Real Estate - Commercial & Industrial	210
Real Estate - Commerical & Industrial	21
Real Estate - Corporate Housing	18
Real Estate - Developers & Subdividers	104
Real Estate - Time Shares	9
Real Estate Services	47
Recreational Vehicles	9
Recruiting Services	4
Recycling/Conservation Services	33
Recycling/Vonservation Services	1
Rentals - Furniture	52
Rentals - General	127
Rentals and Sales - Heavy Equipment	55
Research	437
Resorts	33
Restaurant Management & Consultants	2
Restaurant Services	3
Restaurants	474
Restuarants	1
Retail - General	12
Retail - Pet Supplies	3
Retail - Sporting Goods	3
Retail - Toys	3
Retail Sales	2
Retailers - General	11
Retirement Communities & Homes	56
Road & Highway Construction Machinery & Equipment	9
Robotics	2
Sales Training	2
Salons & Spas	10
Salvage Services	7
Sand & Gravel Dealers & Recycling Centers	28

Category	EU Count
Saw Sales Sharpening & Repair	3
Science	48
Science - Forensics	2
Science - Health	9
Science - Research	35
Science & Technology	22
Science and Engineering	344
Scientific Instruments & Supplies Dealers	104
Scooters & Powered Chairs	9
Semiconductors	65
Sewing Machines	1
Shipbuilding	17
Sign Dealers, Display Designers & Producers	13
Social & Human Services Organization	116
Social & Human Services Organizations	11
Social Clubs	4
Social Groups	25
Soda Fountain Equipment & Supplies	25
Software & CD ROM Sales & Services	9
Sound Equipment & Systems Sales Rental & Leasing	4
Space & Navigation	8
Space Communications	5
Space Exploration & Defense	7
Specialty Stores	200
Spices Wholesale & Manufacturers	2
Sporting Goods Retailers	246
Sports	17
Sports - Athletic/Fitness Clubs	259
Sports - Auto Clubs	40
Sports - Baseball	14
Sports - Basketball	36
Sports - Beach Club	1
Sports - Boxing	3
Sports - Clubs/Facilities	24
Sports - Equestrian	1
Sports - Football	37
Sports - Golf/Country Clubs	106
Sports - Hockey	3
Sports - Soccer	3
Sports - Yacht Clubs	4
Sports & Recreation	17
Sports & Recreation - Off-Track Betting	14
Sports & Recreation - Paint Ball	2
Sports & Recreation - Youth & Family Centers	17
Sports and Entertainment Tickets	1
Steam Boiler	5
Steamship Companies	4
Steel Manufacturers	114
Stock Exchanges	102



Category	EU Count
Swimming Pools Manufacturers & Installation	15
Systems & Integration Engineers	1
Tax Return Preparation	188
Taxi Cab Services	2
Technology - Computer Networks	44
Technology - Data	498
Technology - Engineering	269
Technology - General	1519
Technology - Network	1150
Technology - R&D	150
Technology - Software	1464
Technology & Engineering	1248
Technology Research and Development	926
Telecommunications Management	2
Telecommunications Wiring & Cabling	40
Telemarketing	19
Terminal & Container Services	5
Testing Equipment & Supplies Wholesale & Manufacturers	24
Textile & Fabric Manufacturers	108
Title Company	144
Title Insurance/Escrow Services	94
Tobacco & Tobacco Products	29
Tools	5
Tools Wholesale & Manufacturers	6
Tourist Attractions	9
Toy Manufacturers	41
Toy Stores	257
Traffic & Transportation Engineers	11
Translators & Interpreters	2
Transportation	391
Transportation - Airlines	652
Transportation - Bus	42
Transportation - Rail	334
Transportation - Shipping	160
Transportation - Trucking/Freight	974
Travel Agencies & Tourism	934
Vehicle Licensing Service	2
Veterans	24
Veterinary Services	47
Video Production Services	15
Wallpaper Wholesale & Manufacturers	12
Warehouses	46
Waste Management	174
Waste Mangement	1
Water Filtration & Purification Equipment Retail	23
Waterworks Equipment & Supplies	4
Welding Equipment & Retail Supplies	3
Wholesale Distributor	3
Wholesale Distributors	5

Category	EU Count
Wire & Wire Products	3
Wireless Phone Stores	77
Wood Products	29
Wrecking & Demolition Contractors	8
Youth Organizations Centers & Clubs	6
Grand Total	248125

DECLARATION OF JUDY K. VERSES,  
RONALD H. LATAILLE, MARION C. JORDAN, AND  
LYNELLE J. RENEY

EXHIBIT 8B

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DECLARATION OF JUDY K. VERSES,  
RONALD H. LATAILLE, MARION C. JORDAN, AND  
LYNELLE J. RENEY

EXHIBIT 8C

REDACTED – FOR PUBLIC INSPECTION

**REDACTED – FOR PUBLIC INSPECTION**

DECLARATION OF JUDY K. VERSES,  
RONALD H. LATAILLE, MARION C. JORDAN, AND  
LYNELLE J. RENEY

EXHIBIT 8D

REDACTED – FOR PUBLIC INSPECTION

**REDACTED – FOR PUBLIC INSPECTION**



DECLARATION OF JUDY K. VERSES,  
RONALD H. LATAILLE, MARION C. JORDAN, AND  
LYNELLE J. RENEY

EXHIBIT 8E

REDACTED – FOR PUBLIC INSPECTION

**REDACTED – FOR PUBLIC INSPECTION**



DECLARATION OF JUDY K. VERSES,  
RONALD H. LATAILLE, MARION C. JORDAN, AND  
LYNELLE J. RENEY

EXHIBIT 9

**Total Special Access (DS1 and DS3) Revenue Apportioned Between Wholesale and Retail Customers by MSA**  
**(Based on 2003 Annual Billed Revenue)**

<b>Total Verizon (Includes ALL MSAs, as well as "No MSAs")</b>	<b>Total Special Access</b>	<b>DS1</b>	<b>DS3</b>
Retail	18.7%	14.7%	16.4%
Wholesale	81.3%	85.3%	83.6%
<b>Grand Total</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

<b>2003 MSA Definition (OMB) (Top 40 MSAs Only)</b>	<b>Business Unit</b>	<b>DS1</b>	<b>DS3</b>
Albany-Schenectady-Troy, NY Metropolitan Statistical Area	Retail	13.6%	10.2%
	Wholesale	86.4%	89.8%
Albany-Schenectady-Troy, NY Metropolitan Statistical Area Total		100.0%	100.0%
Allentown-Bethlehem-Easton, PA-NJ Metropolitan Statistical Area	Retail	15.0%	9.9%
	Wholesale	85.0%	90.1%
Allentown-Bethlehem-Easton, PA-NJ Metropolitan Statistical Area Total		100.0%	100.0%
Altoona, PA Metropolitan Statistical Area	Retail	4.6%	21.3%
	Wholesale	95.4%	78.7%
Altoona, PA Metropolitan Statistical Area Total		100.0%	100.0%
Baltimore-Towson, MD Metropolitan Statistical Area	Retail	10.4%	11.6%
	Wholesale	89.6%	88.4%
Baltimore-Towson, MD Metropolitan Statistical Area Total		100.0%	100.0%
Binghamton, NY Metropolitan Statistical Area	Retail	16.2%	9.7%
	Wholesale	83.8%	90.3%
Binghamton, NY Metropolitan Statistical Area Total		100.0%	100.0%
Boston-Cambridge-Quincy, MA-NH Metropolitan Statistical Area	Retail	15.2%	21.0%
	Wholesale	84.8%	79.0%
Boston-Cambridge-Quincy, MA-NH Metropolitan Statistical Area Total		100.0%	100.0%
Buffalo-Niagara Falls, NY Metropolitan Statistical Area	Retail	11.4%	6.9%
	Wholesale	88.6%	93.1%
Buffalo-Niagara Falls, NY Metropolitan Statistical Area Total		100.0%	100.0%
Burlington-South Burlington, VT Metropolitan Statistical Area	Retail	4.5%	2.0%
	Wholesale	95.5%	98.0%
Burlington-South Burlington, VT Metropolitan Statistical Area Total		100.0%	100.0%

<b>2003 MSA Definition (OMB) (Top 40 MSAs Only)</b>	<b>Business Unit</b>	<b>DS1</b>	<b>DS3</b>
Charleston, WV Metropolitan Statistical Area	Retail	5.2%	15.5%
	Wholesale	94.8%	84.5%
Charleston, WV Metropolitan Statistical Area Total		100.0%	100.0%
Coeur d'Alene, ID Metropolitan Statistical Area	Retail	3.8%	11.4%
	Wholesale	96.2%	88.6%
Coeur d'Alene, ID Metropolitan Statistical Area Total		100.0%	100.0%
Dallas-Fort Worth-Arlington, TX Metropolitan Statistical Area	Retail	15.5%	19.4%
	Wholesale	84.5%	80.6%
Dallas-Fort Worth-Arlington, TX Metropolitan Statistical Area Total		100.0%	100.0%
Durham, NC Metropolitan Statistical Area	Retail	7.9%	16.0%
	Wholesale	92.1%	84.0%
Durham, NC Metropolitan Statistical Area Total		100.0%	100.0%
Fort Wayne, IN Metropolitan Statistical Area	Retail	11.0%	20.0%
	Wholesale	89.0%	80.0%
Fort Wayne, IN Metropolitan Statistical Area Total		100.0%	100.0%
Hagerstown-Martinsburg, MD-WV Metropolitan Statistical Area	Retail	10.9%	14.0%
	Wholesale	89.1%	86.0%
Hagerstown-Martinsburg, MD-WV Metropolitan Statistical Area Total		100.0%	100.0%
Harrisburg-Carlisle, PA Metropolitan Statistical Area	Retail	8.8%	8.4%
	Wholesale	91.2%	91.6%
Harrisburg-Carlisle, PA Metropolitan Statistical Area Total		100.0%	100.0%
Lakeland-Winter Haven, FL Metropolitan Statistical Area	Retail	5.8%	0.1%
	Wholesale	94.2%	99.9%
Lakeland-Winter Haven, FL Metropolitan Statistical Area Total		100.0%	100.0%
Los Angeles-Long Beach-Santa Ana, CA Metropolitan Statistical Area	Retail	6.1%	12.7%
	Wholesale	93.9%	87.3%
Los Angeles-Long Beach-Santa Ana, CA Metropolitan Statistical Area Total		100.0%	100.0%
Manchester-Nashua, NH Metropolitan Statistical Area	Retail	11.3%	8.4%
	Wholesale	88.7%	91.6%
Manchester-Nashua, NH Metropolitan Statistical Area Total		100.0%	100.0%
New York-Northern New Jersey-Long Island, NY-NJ-PA Metropolitan Statistical Area	Retail	21.8%	21.8%
	Wholesale	78.2%	78.2%
New York-Northern New Jersey-Long Island, NY-NJ-PA Metropolitan Statistical Area Total		100.0%	100.0%

<b>2003 MSA Definition (OMB) (Top 40 MSAs Only)</b>	<b>Business Unit</b>	<b>DS1</b>	<b>DS3</b>
Oxnard-Thousand Oaks-Ventura, CA Metropolitan Statistical Area	Retail	15.4%	14.4%
	Wholesale	84.6%	85.6%
Oxnard-Thousand Oaks-Ventura, CA Metropolitan Statistical Area Total		100.0%	100.0%
Philadelphia-Camden-Wilmington, PA-NJ-DE-MD Metropolitan Statistical Area	Retail	14.0%	12.2%
	Wholesale	86.0%	87.8%
Philadelphia-Camden-Wilmington, PA-NJ-DE-MD Metropolitan Statistical Area Total		100.0%	100.0%
Pittsburgh, PA Metropolitan Statistical Area	Retail	10.0%	13.6%
	Wholesale	90.0%	86.4%
Pittsburgh, PA Metropolitan Statistical Area Total		100.0%	100.0%
Portland-South Portland, ME Metropolitan Statistical Area	Retail	6.9%	7.4%
	Wholesale	93.1%	92.6%
Portland-South Portland, ME Metropolitan Statistical Area Total		100.0%	100.0%
Portland-Vancouver-Beaverton, OR-WA Metropolitan Statistical Area	Retail	19.4%	18.2%
	Wholesale	80.6%	81.8%
Portland-Vancouver-Beaverton, OR-WA Metropolitan Statistical Area Total		100.0%	100.0%
Poughkeepsie-Newburgh-Middletown, NY Metropolitan Statistical Area	Retail	14.3%	8.2%
	Wholesale	85.7%	91.8%
Poughkeepsie-Newburgh-Middletown, NY Metropolitan Statistical Area Total		100.0%	100.0%
Providence-New Bedford-Fall River, RI-MA Metropolitan Statistical Area	Retail	11.7%	7.0%
	Wholesale	88.3%	93.0%
Providence-New Bedford-Fall River, RI-MA Metropolitan Statistical Area Total		100.0%	100.0%
Reading, PA Metropolitan Statistical Area	Retail	15.5%	8.1%
	Wholesale	84.5%	91.9%
Reading, PA Metropolitan Statistical Area Total		100.0%	100.0%
Richmond, VA Metropolitan Statistical Area	Retail	6.5%	14.8%
	Wholesale	93.5%	85.2%
Richmond, VA Metropolitan Statistical Area Total		100.0%	100.0%
Riverside-San Bernardino-Ontario, CA Metropolitan Statistical Area	Retail	6.6%	9.1%
	Wholesale	93.4%	90.9%
Riverside-San Bernardino-Ontario, CA Metropolitan Statistical Area Total		100.0%	100.0%
Roanoke, VA Metropolitan Statistical Area	Retail	4.7%	11.1%
	Wholesale	95.3%	88.9%
Roanoke, VA Metropolitan Statistical Area Total		100.0%	100.0%

<b>2003 MSA Definition (OMB) (Top 40 MSAs Only)</b>	<b>Business Unit</b>	<b>DS1</b>	<b>DS3</b>
Santa Barbara-Santa Maria-Goleta, CA Metropolitan Statistical Area	Retail	13.0%	5.7%
	Wholesale	87.0%	94.3%
Santa Barbara-Santa Maria-Goleta, CA Metropolitan Statistical Area Total		100.0%	100.0%
Scranton--Wilkes-Barre, PA Metropolitan Statistical Area	Retail	6.5%	5.7%
	Wholesale	93.5%	94.3%
Scranton--Wilkes-Barre, PA Metropolitan Statistical Area Total		100.0%	100.0%
Seattle-Tacoma-Bellevue, WA Metropolitan Statistical Area	Retail	12.0%	21.1%
	Wholesale	88.0%	78.9%
Seattle-Tacoma-Bellevue, WA Metropolitan Statistical Area Total		100.0%	100.0%
Springfield, MA Metropolitan Statistical Area	Retail	6.0%	22.7%
	Wholesale	94.0%	77.3%
Springfield, MA Metropolitan Statistical Area Total		100.0%	100.0%
Syracuse, NY Metropolitan Statistical Area	Retail	16.0%	5.4%
	Wholesale	84.0%	94.6%
Syracuse, NY Metropolitan Statistical Area Total		100.0%	100.0%
Tampa-St. Petersburg-Clearwater, FL Metropolitan Statistical Area	Retail	5.5%	8.4%
	Wholesale	94.5%	91.6%
Tampa-St. Petersburg-Clearwater, FL Metropolitan Statistical Area Total		100.0%	100.0%
Trenton-Ewing, NJ Metropolitan Statistical Area	Retail	11.8%	13.8%
	Wholesale	88.2%	86.2%
Trenton-Ewing, NJ Metropolitan Statistical Area Total		100.0%	100.0%
Virginia Beach-Norfolk-Newport News, VA-NC Metropolitan Statistical Area	Retail	7.1%	13.4%
	Wholesale	92.9%	86.6%
Virginia Beach-Norfolk-Newport News, VA-NC Metropolitan Statistical Area Total		100.0%	100.0%
Washington-Arlington-Alexandria, DC-VA-MD-WV Metropolitan Statistical Area	Retail	18.3%	19.5%
	Wholesale	81.7%	80.5%
Washington-Arlington-Alexandria, DC-VA-MD-WV Metropolitan Statistical Area Total		100.0%	100.0%
Worcester, MA Metropolitan Statistical Area	Retail	10.9%	13.1%
	Wholesale	89.1%	86.9%
Worcester, MA Metropolitan Statistical Area Total		100.0%	100.0%





DECLARATION OF JUDY K. VERSES,  
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LYNELLE J. RENEY

EXHIBIT 10

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DECLARATION OF JUDY K. VERSES,  
RONALD H. LATAILLE, MARION C. JORDAN, AND  
LYNELLE J. RENEY

EXHIBIT 11

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